

Welcome to DialogClassic Web(tm) Dialog level 04.12.02D

Last logoff: 17may04 07:52:01

Logon file405 07sep04 09:46:49

*** ANNOUNCEMENT ***

--Connect Time joins DialUnits as pricing options on Dialog.
See HELP CONNECT for information.

--SourceOne patents are now delivered to your email inbox
as PDF replacing TIFF delivery. See HELP SOURCE1 for more
information.

--Important Notice to Freelance Authors--
See HELP FREELANCE for more information

NEW FILES RELEASED

***F-D-C Gold/Silver Sheet (File 184)

***BIOSIS Toxicology (File 157)

***IPA Toxicology (File 153)

UPDATING RESUMED

RELOADED

***Toxfile (File 156)

*** DIALOG HOMEBASE(SM) Main Menu ***

Information:

1. Announcements (new files, reloads, etc.)
2. Database, Rates, & Command Descriptions
3. Help in Choosing Databases for Your Topic
4. Customer Services (telephone assistance, training, seminars, etc.)
5. Product Descriptions

Connections:

6. DIALOG(R) Document Delivery
7. Data Star(R)

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/H = Help /L = Logoff /NOMENU = Command Mode

Enter an option number to view information or to connect to an online
service. Enter a BEGIN command plus a file number to search a database
(e.g., B1 for ERIC).

?

B 705FTEXT1, 705FTEXT2, 705SOFT

>>> 278 does not exist

>>>1 of the specified files is not available

07sep04 09:47:12 User264671 Session D58.1

\$0.00 0.295 DialUnits FileHomeBase

\$0.00 Estimated cost FileHomeBase

\$0.09 INTERNET

\$0.09 Estimated cost this search

\$0.09 Estimated total session cost 0.295 DialUnits

SYSTEM:OS - DIALOG OneSearch

File 15:ABI/Inform(R) 1971-2004/Sep 06

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*File 15: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.

File 16:Gale Group PROMT(R) 1990-2004/Sep 06

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*File 16: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.

File 148:Gale Group Trade & Industry DB 1976-2004/Sep 06

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*File 148: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.

File 160:Gale Group PROMT(R) 1972-1989

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File 275:Gale Group Computer DB(TM) 1983-2004/Sep 06

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File 621:Gale Group New Prod.Annou.(R) 1985-2004/Sep 06

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File 9:Business & Industry(R) Jul/1994-2004/Sep 03

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File 20:Dialog Global Reporter 1997-2004/Sep 07

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File 623:Business Week 1985-2004/Sep 06

(c) 2004 The McGraw-Hill Companies Inc

File 624:McGraw-Hill Publications 1985-2004/Sep 06

(c) 2004 McGraw-Hill Co. Inc

*File 624: Homeland Security & Defense and 9 Platt energy journals added
Please see HELP NEWS624 for more

File 636:Gale Group Newsletter DB(TM) 1987-2004/Sep 06

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File 813:PR Newswire 1987-1999/Apr 30

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File 256:TecInfoSource 82-2004/Jul

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Set	Items	Description
S1	465	FREE (2W) INVENTORY
S2	0	NON-FREE (2W) INVENTORY
S3	0	NONFREE (2W) INVENTORY
S4	80	NON-FREE OR NONFREE
S5	0	S1 AND S4
S6	299	RD S1 (unique items)
S7	0	S1 AND S4
S8	23076421	PD<=010822
S9	64	S6 AND S8
S10	64	RD (unique items)

considered all

10/9/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00204706 83-16267

Managing a Free-Stock Hardware Inventory
Golowen, Harry J.
Production & Inventory Management v24n1 PP: 98-102 First Quarter 1983
CODEN: PIMGAT ISSN: 0032-9842 JRNL CODE: PIM
DOC TYPE: Journal article LANGUAGE: English LENGTH: 5 Pages

ABSTRACT: At Hughes Aircraft Co., Space and Communications Group (El Segundo, California), many hardware items are ordered in minimum buy lots that may cause excesses. To enable the firm to use the excess, Hughes designed and implemented a manual card system to manage its free-stock inventory. The system shows the on-order, allocated, and balance-on-hand condition of Hughes' hardware inventory. Elements on the inventory control card are listed under descriptive data and status information. Descriptive data include: 1. part number, 2. page number, 3. unit of measure, 4. price, 5. minimum and maximum shelf life, 6. storage temperature, and 7. supplier. Status information includes acquisitions and disbursements. Hughes' system for its manually controlled inventory in a high-paced environment has been used for about 2 years. The total material cost of the system was under \$1,200.

DESCRIPTORS: Inventory management; Component parts; Case studies; Aerospace industry; Satellites; Inventory control
CLASSIFICATION CODES: 9110 (CN=Company specific); 8680 (CN=Transportation equipment industry); 5330 (CN=Inventory management)

10/9/13 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03278746 Supplier Number: 44519324 (THIS IS THE FULLTEXT)
ESKAY'S AS/RS PROVIDES JIT DELIVERY AND ASSURES FRESH PRODUCT
QUALITY FOR
SNACK MIX INDUSTRY LEADER
News Release, pN/A
March 16, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 460
TEXT:

March 16, 1994

**ESKAY'S AS/RS PROVIDES JIT DELIVERY
AND ASSURES FRESH PRODUCT QUALITY FOR
SNACK MIX INDUSTRY LEADER**

To respond to the Just-in-Time delivery needs of a retail, wholesale, and distribution customer base, Gardetto's, a Milwaukee, Wisconsin-based leading producer of snack mixes, wanted to automate their incoming raw material staging process in order to assure a constant flow of fresh materials to their production lines and eliminate off-site warehousing. To accomplish these goals, Gardetto's recently installed a six-aisle, pre-engineered unit load Automated Storage and Retrieval System (AS/RS) and seven sorting transfer vehicles (STVs), supplied by ESHAY Corporation (Bountiful, UT), and controlled by ESKAY's Real-Time System (RTS) software.

ESHAY's AS/RS eliminates costly production line shut-downs because RTS directs the system to automatically receive, store, retrieve and deliver loads of raw material in a steady, flow to optimize the system and keep the hoppers which feed the production lines full. Due to the high rise density of the storage system, staging and delivery functions are integrated at the point-of-use by the AS/RS, thereby nullifying the need for off-site warehouses to store raw materials.

In addition, the snack mix components remain fresh because RTS assigns specific locations to palletloads of raw materials inducted into the AS/RS on a First-In, First-Out schedule. The ASRS eliminates product misplacement and unnecessary searches for material while providing the right materials at the right time, eliminating costly production line stoppages. The system can input 160 loads an hour from receiving and deliver 80 loads an hour to production. By precisely tracking all materials in and out of the AS/RS in real-time, the RTS provides error-free inventory control, allowing the company to reduce material cycle time while scheduling customer deliveries with a greater degree of accuracy.

Furthermore, grid lock and congestion associated with the company's previous reliance on fork lift trucks are eliminated with the use of the STVs in the central staging area. The STVs move material to and from the AS/RS swiftly, smoothly, and quietly, handling the material without jarring, which avoids product damage. ESHAY Corporation is a Daifuku Company. Daifuku Co., Ltd. is one of the world's largest manufacturers of material handling systems and is the world market leader in ASRS. Designed for a variety of manufacturing and distribution operations, ESHAY's full range of pre-engineered AS/RS products including seven mini load (tote handling) systems and 18 unit load (pallet handling) systems. ESHAY's Real-Time System (RTS) software controls ESKAY's material handling systems while maintaining inventory records. Horizontal transportation

systems offered by ESHAY include sorting transfer vehicles (STVs), automated guided vehicles (AGVs), and various conveyors.

For a free case study about ESHAY's unit load ASffIS at Gardetto's, or for more information about ESHAY's ASffIS, call 800-253-1003.

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PUBLISHER NAME: Various

COMPANY NAMES: *Eskay Corp.; Gardetto

EVENT NAMES: *430 (Capital expenditures); 610 (Contracts & orders received)

GEOGRAPHIC NAMES: *1U8UT (Utah)

PRODUCT NAMES: *2099200 (Snack Foods); 3539600 (Automated Materials Handling Systems)

INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)

NAICS CODES: 31191 (Snack Food Manufacturing); 33392 (Material Handling Equipment Manufacturing)

SPECIAL FEATURES: COMPANY

10/9/34 (Item 24 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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01335460 Supplier Number: 41575295 (THIS IS THE FULLTEXT)

Primer for total electronic data retrieval in vending

American Automatic Merchandiser, v0, n0, p14

Oct, 1990

ISSN: 0002-7545

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1760

ABSTRACT:

MARK L. DLUGOSS, EDITOR

Over the past 10 years since the MIS systems were first offered, there have been changes in the industry that make data retrieval not only functional, but important. Today, more operators have discovered the benefits of computers in operating their businesses. Since it is estimated that about 50 percent of the vendors now have computers, the concept of electronic data retrieval has reactivated the interest in management information systems.

With the hand-held computer, the routeperson services the accounts, interacting with each vending machine. This can occur in two ways - keyboard entry by the routeperson or electronic data transfer.

When total electronic data retrieval is achieved - using control boards and

coin mechanisms to gather data - operators will be able to extract about 50 different summaries from the machine.

Before the vending industry can achieve total electronic data retrieval, the manufacturers of the machines, coin mechanisms, computer software and even debit cards have to agree on a standard way of communications so vending operators can buy any computer system and gather data from all machines no matter who the manufacturer is.

All this better management and efficiency will also mean a savings to operators. Some industry officials project that a system could pay for itself in a year's time.

TEXT:

MARK L. DLUGOSS, EDITOR

About 10 years ago, management information systems were introduced to the vending industry as a way of improving accountability within the vending machines and to provide operators with better route management.

Although the systems failed to catch on for a variety of reasons, the concept of data retrieval has quietly evolved as computers became more acceptable and as machine manufacturers equipped units with electronic control boards. These two elements have positioned the vending industry on the threshold of "total electronic data retrieval."

Over the past 10 years since the MIS systems were first offered, there have been changes in the industry that make data retrieval not only functional, but important. Today, more operators have discovered the benefits of computers in operating their businesses. Since it is estimated that about 50 percent of the vendors now have computers, the concept of electronic data retrieval has reactivated the interest in management information systems.

What is data retrieval?

Essentially, the concept of electronic data retrieval is based with the route person using an interrogating device to extract information from a vending machine. At the end of the day, the route person uploads all the information gathered into the company's host computer. The computer's software then analyzes the data and prints out a management report, providing an assortment of information on each location.

The system is comprised of a computer at the office, the accumulation of data at the vending machine and a device to transport data back to the office.

To understand how data retrieval systems function, one has to start with the office, working out to the route and to the machines. The computer in the office contains the overall data base for the clients, locations and vending machines. It also handles basic information, route data, route scheduling, inventory, products and pricing.

Since all the information is in the computer, it is possible for the operator to download the data to the route level either in paper form or electronically.

The paper form is the traditional method used by operators for years.

The form is now generated by the office-based computer. The routeperson completes the form at each machine on the route and returns them back to the office with the money collected.

The electronic extension of the system is collecting the same information on a hand-held computer, and more. The information that was printed on each route ticket is downloaded from the office computer into the the hand-held computer. Other information would include notes about the account, the products and the customers' preferences.

With the hand-held computer, the routeperson services the accounts, interacting with each vending machine. This can occur in two ways - keyboard entry by the routeperson or electronic data transfer.

Through keyboard entry, the routeperson inspects and counts the products and money in the machine, and with the keyboard on the hand-held computer, he/she enters the data.

The other method is direct electronic transfer of the data from the machine to the hand-held computer. This method is achieved in two ways. Using the hand-held unit, the routeperson can gather data either from the coin mechanism or from a controller board (printed circuit boards in the vending machine).

"At this juncture (getting data from a control board), we're asking the routeperson to not only maintain and enter the data into the hand-held computer," points out Warren Philips, president of Validata Computers & Research Corp., Montgomery, Ala., "but also to take responsibility for updating product selection, account information and pricing within the machine itself."

Presently, the vending industry has attained electronic data retrieval at the coin-mechanism level. The information is limited to basic cash accountability, like the amount of money accepted, the amount of money in the change fund and/or the amount of money accepted by the bill changer.

When total electronic data retrieval is achieved - using control boards and coin mechanisms to gather data - operators will be able to extract about 50 different summaries from the machine.

Some data will include machine and route identification, sales summaries, discounting, token sales, cash and bill input and output, debit card sale summaries, product identification, sales by product, free vends, inventory report, time when the door opens and closes, price-setting reports, power outage report and coin mechanism reports.

"You'll know everything that transpires in that machine," explains Jack Kellam, vice president of sales for U-Select-It Corp., Des Moines, Iowa. "If you're retrieving from a glass-front machine, you can retrieve the number of potato chips you sold at what money value. You'll know what products are your highest volume sellers and which are your lowest. It lets you segregate those sales to get a better handle on what you're selling by individual product."

Before the vending industry can achieve total electronic data retrieval, the manufacturers of the machines, coin mechanisms, computer

software and even debit cards have to agree on a standard way of communications so vending operators can buy any computer system and gather data from all machines no matter who the manufacturer is.

"The importance of standards starts to rear its heads here," says John Forrester, who has product responsibility for all audit systems at Mars Electronics International Inc., West Chester, Pa. "The only way you can do these types of communications is if everybody commits to a standard for data content and what the format of the data will be. Then all the manufacturers can build an interface to retrieve the information."

In order to lead the industry in the right direction, the National Automatic Merchandising Association has encouraged suppliers to meet and discuss their options for developing standards on electronic data retrieval. The meetings have been attended by all the manufacturers who make components important to electronic data retrieval. (See article on page 20).

What operators can expect?

When the standardization is in place and equipment can accommodate total electronic data retrieval, vending operators will enter a world of financial management never before experienced. One supplier described the system as "absolute management."

Philips points out that operators will see the "same quantum leap in efficiency, scheduling and accountability that they did when they installed their office-based computer system." Vendors will also perform inventory management control and time and money savings in service maintenance.

Jim Douglass, vice president of marketing for Coin Acceptors Inc., St. Louis, cites that total electronic data retrieval will give tighter control of the money. He compared it to other forms of retailing, which use electronic cash registers - everything balances to the penny, with no room for uncertainty.

"Although some people claim they have that in vending, they don't," says Douglass. "What we're basically talking about is putting a recording cash register in the vending machine. It can tell vendors everything that goes on in regards to money, and they should expect to have it all turned in at the end of the day."

The electronic data retrieval allows operators to monitor inventory more effectively. Tom Edwards, marketing manager at Crane National Vendors, Bridgeton, Mo., explains that operators should want that kind of data. It allows vendors to use their dollars to the most effective level, which means they are getting the greatest return on their inventory investment.

"You can maintain customer satisfaction," he adds, "by removing items that you know they're not buying and replacing them with product that may be more appealing to them."

Total electronic data retrieval will mean better service. The data will list any machine problems occurring inside the machine. This will allow operators to react to service problems quickly.

"It will also enhance the industry by eliminating a lot of time

utilized by the routeperson at each location," says Paul McGuire, sales manager for Data Intelligence Systems Corp., Billerica, Mass. "Once they plug in the probe, it's a matter of replenishing the machine."

When all data is retrieved and up the end of the day, operators will have a workable management tool on their desk the very next day.

"The real key to it is the host software," reports Bob Johnson, general manager of Effective Management Systems, Milwaukee. "It looks at the data, analyzes it and pulls out the information that is worth looking at."

Some savings

All this better management and efficiency will also mean a savings to operators. Some industry officials project that a system could pay for itself in a year's time.

Alan Kronenberg, president of CompuVend Systems U.S.A., New Orleans, thinks a complete system that ties the coin counters and the data collection with the office computer will eliminate the need for keypunch personnel.

"For companies with 10 or more routes, the system usually pays for itself by reducing one person out of the office," Kronenberg adds.

If there is a drawback to electronic data retrieval, it's when the system will be in widespread use. Most industry officials say total electronic data retrieval will require a long-term approach. It will be from three to five years before a vendor can have every machine up and running with such a system.

"Nobody is going to jump on this," warns Al Maldanas, director of engineering services at Rowe International Inc., Whippany, N.J. "Operators will pick one route, choose one or two machines and play with them."

The reason Maldanas and other machine manufacturers project three to five years is because of the cost. Manufacturers say it won't cost them much to build the capability into the new machines because the controller box, which would collect the data, will be made in conjunction with electronic boards. The large costs would involve retrofitting existing machines already on location.

"We're basically looking forward to the future," interjects Joe Lotspeich, director of engineering at Automatic Products, St. Paul, Minn. "As new machine designs are manufactured, they will include this, and somewhere down the line, it will be fairly economical to have this kind of data."

Just how important is total electronic data retrieval to the vending industry? Douglass provided the most logical answer.

Referring to his example of total accountability found in retail outlets with the electronic cash register, Douglass said the only reason the vending industry has gotten along without it is because in the past there wasn't an answer to total accountability. Today, the electronic data systems are doing that automatically - gathering the data, correlating it with the money collected and having a complete set of records.

"Can operators get along without it?" asks Douglass. "Hey, they got this far without it. Can they continue? Sure! Do they need it? Once you give it to them, they aren't going to give it back!"

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PUBLISHER NAME: Johnson Hill Press, Inc.

EVENT NAMES: *230 (Production management); 330 (Product information)

GEOGRAPHIC NAMES: *1USA (United States)

PRODUCT NAMES: *5962000 (Vending); 7372420 (Database Software);

3573260 (Computer Printers); 3581000 (Vending Machines)

INDUSTRY NAMES: ADV (Advertising, Marketing and Public Relations); BUSN
(Any type of business)

NAICS CODES: 45421 (Vending Machine Operators); 51121 (Software

Publishers); 334119 (Other Computer Peripheral Equipment Manufacturing);

333311 (Automatic Vending Machine Manufacturing)

SPECIAL FEATURES: LOB

ADVERTISING CODES: 57 New Products/Services; 32 Marketing/Advertising
Methods

COST

07sep04 10:00:39 User264671 Session D58.2

\$1.58 0.292 DialUnits File15

\$0.00 20 Type(s) in Format 6

\$3.40 1 Type(s) in Format 9

\$3.40 21 Types

\$4.98 Estimated cost File15

\$4.63 0.858 DialUnits File16

\$0.00 50 Type(s) in Format 6

\$6.90 2 Type(s) in Format 9

\$6.90 52 Types

\$11.53 Estimated cost File16

\$4.18 0.773 DialUnits File148

\$0.00 6 Type(s) in Format 6

\$0.00 6 Types

\$4.18 Estimated cost File148

\$0.49 0.090 DialUnits File160

\$0.00 2 Type(s) in Format 6

\$0.00 2 Types

\$0.49 Estimated cost File160

\$0.85 0.158 DialUnits File275

\$0.00 6 Type(s) in Format 6

\$0.00 6 Types

\$0.85 Estimated cost File275

\$0.89 0.166 DialUnits File621

\$0.00 2 Type(s) in Format 6

\$0.00 2 Types

\$0.89 Estimated cost File621

\$2.08 0.386 DialUnits File9

\$0.00 8 Type(s) in Format 6

\$0.00 8 Types

\$2.08 Estimated cost File9

\$3.01 3.011 DialUnits File20

\$0.00 28 Type(s) in Format 6

\$0.00 28 Types

\$3.01 Estimated cost File20

\$0.32 0.056 DialUnits File623

\$0.32 Estimated cost File623
\$0.91 0.162 DialUnits File624
\$0.91 Estimated cost File624
\$1.88 0.348 DialUnits File636
\$0.00 6 Type(s) in Format 6
\$0.00 6 Types
\$1.88 Estimated cost File636
\$0.15 0.152 DialUnits File813
\$0.15 Estimated cost File813
\$0.12 0.024 DialUnits File256
\$0.12 Estimated cost File256
OneSearch, 13 files, 6.477 DialUnits FileOS
\$3.50 INTERNET
\$34.89 Estimated cost this search
\$34.98 Estimated total session cost 6.772 DialUnits